

IN THE CLAIMS:

The text of all pending claims, (including withdrawn claims) is set forth below. Cancelled and not entered claims are indicated with claim number and status only. The claims as listed below show added text with underlining and deleted text with ~~strike through~~. The status of each claim is indicated with one of (original), (currently amended), (cancelled), (withdrawn), (new), (previously presented), or (not entered). Please AMEND claims 7-11 and 13 and CANCEL claims 1-6 in accordance with the following:

Claims 1-6 (Cancelled)

7. (Currently Amended) ~~The apparatus according to claim 6,~~ A remote negotiation apparatus which allows, before a sale of a vehicle, a first operation terminal used by a salesman of the vehicle and a second operation terminal used by a customer to bi-directionally communication and remotely negotiate in real-time through a communication environment, comprising:

a control unit which display a predetermined form corresponding to a commercial transaction document related to the vehicle on the first operation terminal, requests the salesman to input information necessary for preparing, the commercial transaction document, and stores the input information in a storage device, and which displays, on the second operation terminal, a commercial transaction document having the same contents as the commercial transaction document prepared by the salesman, on the basis of the stored information in the storage device and updated in real-time,

wherein the commercial transaction document is at least one of an estimate, a contract, and a purchase order,

wherein said control unit requests alternative selection between a temporary storage state and a final storage state as a storage state in storing the information contents of the commercial transaction document in storage means, and when the selected storage state is the temporary storage state, a change of the contents of the commercial transaction document by the customer is permitted, and the commercial transaction document is updated in real-time on the basis of the changed contents, and when the selected storage state is the final storage state, the change of the contents of the commercial transaction document by the customer is prohibited, and

wherein even when the selected storage state is the temporary storage state, said control

unit prohibits the change of the contents when a degree of the change of the contents of the commercial transaction document by the customer exceeds a predetermined range.

8. (Currently Amended) The apparatus according to claim [[6]]Z, wherein when the selected storage state is the temporary storage state, and the customer completes the change of the contents of the commercial transaction document by the, the salesman is notified that the customer has completed the change of the contents of the commercial transaction document.

9. (Currently Amended) The apparatus according to claim [[6]]Z, wherein when the selected storage state is the temporary storage state, and an approval operation for the contents of the commercial transaction document in the temporary storage state is executed by the customer, said control unit changes the storage state to the final storage state.

10. (Currently Amended) The apparatus according to claim [[6]]Z, wherein said control unit receives an instruction, from the customer, for designating a third party who is permitted to browse the commercial transaction document having the same contents as those of the commercial transaction document that the customer can browse,

provides, to the designated third party, information related to the commercial transaction document having the same contents as those of the commercial transaction document by the third party, and

prohibits the change of the contents of the commercial transaction document by the designated third party, even when the selected storage state is the temporary storage state.

11. (Currently Amended) The apparatus according to claim [[6]]Z, wherein when the selected storage state is the temporary storage state, said control unit permits a change, by the salesman, of a providing price of the vehicle specified by the commercial transaction document.

12. (Cancelled)

13. (Currently Amended) A remote negotiation method of allowing, before a sale of a vehicle, a first operation terminal used by a salesman of the vehicle and a second operation terminal used by a customer to bi-directionally communicate and remotely negotiate in real-time through a communication environment, the remote negotiation method comprising:

displaying a predetermined form corresponding to a commercial transaction document

related to the vehicle on the first operation terminal;

requesting the salesman to input information necessary for preparing the commercial transaction document;

storing the input information in a storage device;

receiving a commercial transaction document browsing request from the customer; and

upon receiving the browsing request from the ~~receiver~~customer, displaying, on the second operation terminal, a commercial transaction document having the same contents as the commercial transaction document prepared by the salesman on the basis of the information stored in the storage device and updating the commercial transaction document in real-time[[.]]; and

requesting alternative selection between a temporary storage state and a final storage state as a storage state in storing the information contents of the commercial transaction document in storage means, and when the selected storage state is the temporary storage state, a change of the contents of the commercial transaction document by the customer is permitted, and the commercial transaction document is updated in real-time on the basis of the changed contents, and when the selected storage state is the final storage state, the change of the contents of the commercial transaction document by the customer is prohibited,

wherein the commercial transaction document is at least one of an estimate, a contract, or a purchase order, and

wherein even when the selected storage state is the temporary storage state, the change of the contents is prohibited when a degree of the change of the contents of the commercial transaction document by the customer exceeds a predetermined range.

14. (Original) A program causing a computer to execute a remote negotiation method of claim 13.